

"Change of ownership offers great opportunities for growth"

The newly formed IAR Group Holding AG, "Industrial Automation & Robotics Group", is acquiring Zeugma S.A. and two other automation companies in the USA and Switzerland with immediate effect. The aim is to use the strengths of the three successful companies to expand into new industries and geographical markets.

Zeugma S.A. from Mafra, a global supplier of customized industrial solutions, is now part of the newly formed "IAR Group Holding AG" (IAR Group) based in Köniz (Switzerland). The IAR Group, which recently also acquired the US-based company Automation Specialist Services LLC as well as the Swiss company Bachmann Engineering AG, is backed by entrepreneurs from a wide range of industries.

"It is becoming increasingly difficult to grow on its own"

"I am convinced that the change of ownership offers great opportunities for growth," says Raul Espirito Santo, former owner of Zeugma S.A. "The company has developed positively, but is now at a point where it is becoming increasingly difficult to grow on its own," Santo comments. "It is extremely difficult to grow new customers organically alongside responding to business from existing customers, especially in business relationships with great exclusivity like Zeugma has with its customers. I see plenty of opportunities in the close collaboration that we will have between the companies of the group, in the sharing of technical knowledge and organizational development. The result will be synergies that will certainly help to leverage our growth objectives." For these reasons, Santo decided to sell the company to the IAR Group.

Management remains in place

For Raul Espirito Santo, who will remain CEO of Zeugma S.A. and join the management of the IAR Group, the change of ownership is an exciting challenge: "I see great opportunities in working together." The current members of the leadership team, Gonçalo Ferreira, Rui Costa, Susana Oliveira and Yasser González, will also remain in management.

Continuity as a prerequisite for growth

This is an important part of the IAR Group's strategy: "We focus on continuity," says Group CEO Sébastien Perroud. "This is the only way we can combine the strengths of the different companies and open up new industries and geographical markets." Perroud explains that the know-how and experience of the existing employees are central to the growth that the IAR Group is aiming for. He is convinced that the three companies have enormous potential for the future, which can be exploited within the framework of the IAR Group: "We are active in a growth market and can offer this market innovative, scalable and adaptable automation solutions."

Zeugma S.A., based in Mafra (Portugal), is a global supplier of customized industrial solutions. These include industrial machinery, equipment, systems and services in the fields of automation, process control, industrial robotics, industrial information technologies and mechanical engineering. The company has a special focus on packaging solutions. Further information: www.zeugma.pt

Automation Specialist Services LLC, based in Huntley (Illinois, USA), is a leader in custom automation machinery design and development. The company focuses on innovative solutions with smart, elegant design as well as on process and cost efficiency. Further information: www.automationspecialistservices.com

Bachmann Engineering AG, based in Zofingen (Switzerland), builds customized turnkey robot and automation systems. The company can look back on around 45 years of experience in special machine construction as well as 10 years of experience in collaborative robotics and more than 500 installed systems with UR-Cobots. Bachmann Engineering AG is considered the Swiss market leader in collaborative robotics. Further information: www.bachmann-ag.com

Contact: Raul Espirito Santo, CEO: raul.espiritosanto@zeugma.pt, T: +351 261 816 272